



International

Located on the east coast of the United States between New York and Washington, D.C., Maryland boasts a highly skilled work force, excellent transportation connections, a major port, access to three international airports, and proximity to the nation's capital with its foreign embassies, regulators and elected leaders. The state is well-positioned for growth in the global market through both foreign investment and exports. With its main office in Baltimore and ten offices around the globe, Maryland's Office of International Investment and Trade works to stimulate foreign direct investment in Maryland, offers export assistance for small and mid-sized Maryland companies, and coordinates international trade and investment missions and trade show opportunities for Maryland companies.

Foreign Investment

Located roughly halfway between Boston and Atlanta, London and Los Angeles, Maryland's Mid-Atlantic location offers proximity and access to key U.S. and international decision makers, partners, and agencies in the technology, biosciences, finance, and manufacturing industries. Hundreds of foreign-based companies have a presence in Maryland to take advantage of these strategic locational assets. In 2013, foreign-controlled companies employed 101,200 Maryland workers, or 4.8 percent of the state's total private sector employment. The Netherlands, U.K., France and Canada are major sources of foreign investment in Maryland.

Selected Foreign Investment in Maryland

Company	Country	County	Product / Service
Bombardier Transportation	Canada	Baltimore City	Rail transportation
ProMetic BioTherapeutics	Canada	Montgomery	Plasma-derived therapeutics
Maersk	Denmark	Baltimore City	Shipping
UPM-Kymmene	Finland	Baltimore City	Paper products
CertainTeed	France	Washington	Vinyl building products
Egide USA	France	Dorchester	Packaging equipment
Sodexo USA	France	Montgomery	Food and catering services
Lehigh Cement	Germany	multiple counties	Cement manufacturing
Rohde & Schwarz USA	Germany	Howard	Wireless communications
Stulz-ATS	Germany	Frederick	Air conditioning systems
Cadista Pharmaceuticals	India	Wicomico	Pharmaceuticals
CBay Systems	India	Anne Arundel	Transcription and billing services
AgustaWestland	Italy	Washington	Helicopter repair and maintenance
HMS Host	Italy	multiple counties	Food services
Pacorini Metals USA	Italy	Baltimore City	Stevedoring, warehousing
Furuno USA	Japan	Caroline	Marine electronics
Otsuka America	Japan	Montgomery	Pharmaceuticals
Shimadzu Scientific Instruments	Japan	Howard	Measuring instruments
SNBL Clinical Pharmacology	Japan	Baltimore City	Pharmaceuticals
Terumo Medical Products	Japan	Cecil	Medical equipment
Rinker Materials	Mexico	Frederick	Concrete pipe
Giant Food	Netherlands	multiple counties	Groceries
Hunter Douglas Northeast	Netherlands	Allegany	Window blinds and shades

table continued

Company	Country	County	Product / Service
QIAGEN	Netherlands	Montgomery	Biotechnology products
Wallenius Wilhelmsen	Norway	Baltimore City	Shipping
Fila USA	South Korea	Baltimore	Athletic sportswear
Harim USA	South Korea	Talbot	Poultry processing
Volvo Powertrain North America	Sweden	Washington	Engines and transmissions
Lonza Walkersville	Switzerland	Frederick, Wicomico	Biological products
BAE Systems	United Kingdom	multiple counties	Aerospace and defense electronics
HGS/GlaxoSmithKline	United Kingdom	Montgomery	Pharmaceuticals
MedImmune/AstraZeneca	United Kingdom	Frederick, Montgomery	Pharmaceuticals
Smiths Detection	United Kingdom	Harford	Electronic surveillance products

Source: Maryland Department of Commerce; April 2015.

International Flights

Maryland is served by three international airports: Baltimore/Washington International Thurgood Marshall Airport (BWI) in Anne Arundel County near Baltimore, Washington Dulles International Airport in northern Virginia, and Ronald Reagan Washington National Airport in Washington, D.C. Non-stop flights are available to many significant international destinations.

Non-stop and single plane destinations from BWI, Dulles or National airports

Canada	Mexico	Europe	Asia
Montreal	Cancun	Amsterdam	Beijing
Ottawa	Mexico City	Barcelona	Seoul
Toronto	Los Cabos	Brussels	Singapore
Vancouver		Copenhagen	Tokyo
	Caribbean/Atlantic	Dublin	
Latin America	Aruba	Frankfurt	Middle East
Bogota	Bermuda	Geneva	Abu Dhabi
Guatemala City	Fort-de-France	Istanbul	Bahrain
La Paz	Freeport	Lisbon	Doha
Liberia	Grand Cayman	London	Dubai
Lima	Montego Bay	Madrid	Jeddah
Panama City	Nassau	Manchester	Kuwait City
San Jose	Pointe-à-Pitre	Moscow	Riyadh
San Salvador	Punta Cana	Munich	
Sao Paulo	San Juan	Paris	Africa
	St. Maarten	Reykjavik	Accra
		Rome	Addis Ababa
		Vienna	Dakar
		Zurich	Johannesburg

Note: Flights to some cities are seasonal.

Sources: BWI Airport and Washington Metropolitan Airports Authority; as of February 2016.

Foreign-Trade Zones

A Foreign-Trade Zone (FTZ) is a designated area within U.S. borders which promotes domestic employment and helps U.S. firms compete in the global marketplace. An FTZ is located in or near a U.S. Customs port of entry, where foreign and domestic merchandise is generally considered to be international commerce. Foreign or domestic merchandise may enter this enclave without a formal customs entry or the payment of custom duties or government excise taxes.

Foreign-Trade Zone procedures allow domestic activity involving foreign items to take place as if it were outside U.S. Customs territory. Duty-free treatment is accorded items that are re-exported and duty payment is deferred on items sold in the U.S. market, thus offsetting Customs advantages available to overseas producers who compete with producers located in the United States.

A site that has been granted zone status may not be used for zone activity until the site or a section thereof has been separately approved for FTZ activation by local U.S. Customs officials, and the zone activity remains under the supervision of Customs. A subzone is a special-purpose zone, usually at a manufacturing plant.

FTZ sites and facilities remain within the jurisdiction of local, state or federal governments or agencies.

Maryland has four Foreign-Trade Zones:

- Baltimore #74
- BWI Airport #73
- Prince George's County #63
- Washington County #255

Baltimore # 74

The City of Baltimore's Foreign-Trade Zone, FTZ #74 was established in 1982 and has been continually expanded and modified due to various requests for additional space. Zone space, originally 60,000 square feet, currently contains more than 1,254 acres at 33 sites within the City of Baltimore, Anne Arundel, Baltimore, Cecil and Harford counties.

As documented in the 2013 Annual Report, FTZ #74 has 18 operators, and serves 153 businesses employing 1,617 people. Over \$15.27 billion worth of goods were transferred to U.S. Customs' Territory in 2013 and \$389.5 million in merchandise was exported from the FTZ to international markets.

Following is a list of selected active sites within FTZ #74. For a map of the zone sites, see baltimoredevelopment.com/for-business/assistance-programs-tax-credits/foreign-trade-zone/.

Site	Acreage	Description
2	33	2500 Broening Hwy.
4	489.16	Dundalk Marine Terminal
6	100	2900 Childs St.
7	11	Locust Point Terminals
8	.91	Rukert and Clinton Terminals
9	15	600 Folcroft St.
12	7.12	1200 Newkirk St.
13	18.37	Marley Neck Industrial Park
15	8	5107 North Point Blvd.
16	180.65	5003 Holabird Ave.
17	5.73	7700 Rolling Mill Rd.
18	10.19	8200 and 8300 Fischer Road
20	4	1200 E. Patapsco Ave.
21	15.5	3501 East Biddle Street

Site	Acreage	Description
22	4.9	3901-4001 Dillon Street
23	7.4	3400 East Biddle Street
24	2.9	8004 Stansbury Road
25	20	1657 S. Highland
26	146	Sparrows Point Shipyard
27	2.3	9 Loveton Circle, Sparks MD
28	2.5	11102 McCormick Rd., Hunt Valley MD
29	17.6	10901 Gilroy Rd., Hunt Valley MD
30	8.48	4607 Appliance Dr., Belcamp, MD
31	15.9	2010 Reservoir Road
32	4	1820 Portal St.
33	111	1900 Chesapeake Ave.

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BWI Airport # 73

The Baltimore/Washington International Thurgood Marshall Airport (BWI) Foreign-Trade Zone specializes in airfreight and other high value goods. It permits multiple operators and consists of five sites that include both developed and undeveloped parcels.

Site/ Subzone	Acreage	Description
1	15.8	Located at BWI Airport consisting of three air cargo buildings (A,B,C) with 101,565 square-feet of FTZ designated floor space; not currently activated
2	13	Undeveloped land at BWI Airport located on Maryland Route 176 near Taxiway "T;" not currently activated
3	3.94	Hoogerwerff (USA – General Purpose Operator); includes 73,025 square-feet of warehouse space in the Route 100 Industrial Park at 6905 San Tomas Road, Elkridge; not currently activated
4	28.85	Parcel within the Carroll Industrial Park, 2000 Washington Boulevard, Baltimore; not currently activated
5	5	Belt's Corporation (General Purpose Operator); includes 205,000 square-feet of warehouse space (of which approximately 96,000 square-feet is presently activated) at 6925 San Tomas Road, Elkridge
73A		Rotorex Company, Inc.; special-purpose subzone rotary compressor manufacturing plant in Walkersville; not currently activated
73B		Northrop Grumman Corporation; special-purpose subzone of up to eleven sites in Maryland; site 2 is activated and operating
73C		IKEA Distribution Services

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Prince George's County # 63

Prince George's County's application to the U.S. Foreign-Trade Zones Board under the alternative site framework was recently approved, so now FTZ #63 is county-wide and companies can access FTZ benefits anywhere in the county. The county is near three major ports of entry: Baltimore/Washington International Thurgood Marshall Airport, the Port of Baltimore and Washington Dulles International Airport. The zone's central location in the Northeast Corridor plus its highly developed transportation network and close proximity to Washington, D.C. provide efficient overnight access to markets in the eastern United States.

Prince George's County Economic Development Corporation offers funding and direct assistance to companies locating in the county, as well as workforce development, recruitment and training services for employers.

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Washington County # 255

The Washington County Foreign-Trade Zone is associated with the Baltimore Customs port of entry at the Port of Baltimore. It consists of seven individual sites totaling nearly 1,800 acres. Existing buildings and development ready commercial/industrial sites are available with array of amenities including airport runway access, rail, interstate highway access, municipal water, sewer and natural gas.

Site	Acreage	Description
1	276	Fort Ritchie at Cascade; being developed as a mixed-use business park at the former Fort Ritchie military base
2	443	387 acres at the Hagerstown Regional Airport coupled with 56 acres adjacent to the airfield
3	81	Hub Industrial Park off of Interstate 81 in Maugansville
4	698	Hopewell Valley; comprised of Hunters Green Business Center I & II and Newgate Industrial Parks with excellent access to Interstates 81 & 70
5	43	City of Hagerstown Industrial Park
6	140	Interstate Industrial Park complex in Williamsport
7	65	Hancock Enterprise Zone adjacent to the intersection of Interstates 68 and 70

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Exports

Exports support jobs in Maryland and sustain thousands of the state's businesses. U.S. Department of Commerce data shows that 7,074 Maryland companies exported in 2013, with small and medium size firms generating 28.0 percent of the state's total exports of manufactured goods. In 2014, goods exports from the state of Maryland supported nearly 60,000 jobs.

Export shipments of merchandise from Maryland totaled \$10.0 billion in 2015. The largest commodity categories were transportation equipment (\$2.2 billion), chemicals (\$2.0 billion), computer and electronic products (\$1.6 billion), machinery except electrical (\$1.1 billion) and miscellaneous manufactures (\$.4 billion). The state's largest market for exports in 2015 was Canada, with Saudi Arabia, United Kingdom, China, and Mexico as additional significant destinations for Maryland products.

Export Assistance

The Maryland Department of Commerce international trade team and foreign office representatives offer hands-on assistance to Maryland companies as they seek to identify and capitalize on international business opportunities. Export assistance programs, developed by knowledgeable trade specialists, are designed to reduce the obstacles to doing business internationally, for first-time and experienced exporters alike.

The Department of Commerce's export assistance programs and services can help reduce out-of-pocket costs; identify potential partners, customers and competitors in target markets; understand important foreign regulations; and market and promote Maryland products overseas.

Programs and Services

- **ExportMD** is a grant program that offers small and mid-size businesses monetary and consulting assistance for specific international marketing initiatives. This program provides reimbursement of a percentage of project costs up to \$10,000, and up to 40 hours of services from a Commerce foreign trade representative in the target market.
- Maryland's **Representative Program** provides exporters with proactive bilingual sales and marketing presence in targeted overseas markets. Foreign office representatives can answer phone inquiries in the native language, host meetings, participate in trade shows, facilitate travel arrangements, evaluate the effectiveness of international marketing efforts and provide sales leads.
- The **Pathfinder Program** provides a presence for Maryland businesses at international trade shows at a fraction of the cost of exhibiting or attending in person. Commerce's international experts are trained to attend shows on a company's behalf, where they will identify and meet with potential partners, suppliers, distributors and customer; promote new products, gather important materials, and generate publicity.
- Additional services to assist Maryland companies:
 - Market research; foreign partner research
 - Advisory services
 - Event promotion and planning

Of particular interest is the Maryland/Israel Development Center (MIDC), a non-profit organization that promotes trade and joint ventures between Maryland and Israeli businesses and research institutions. MIDC is a partnership between the Maryland Department of Commerce, Israel's Ministry of Industry and Trade, and local Jewish community organizations.